



## Henry Schein Strengthens And Expands Its Global Dental Implant Business With Three Investments

September 25, 2018

- **Acquires U.S.-based dental implant company Intra-Lock**
- **Majority interest in value-priced German dental implant company Medentis Medical**
- **Majority interest in Pro-Cam Implants, CAMLOG's exclusive distributor in the Netherlands**

MELVILLE, N.Y., Sept. 25, 2018 /PRNewswire/ -- Henry Schein, Inc. (Nasdaq: HSIC), the world's largest provider of health care products and services to office-based dental, animal health, and medical practitioners, announced today three investments that will advance the Company's dental implant business strategy.

Henry Schein will enhance its position in the premium implant segment through the acquisition of Intra-Lock, a provider of dental restoration solutions, including proprietary surface, connection, and biomaterial and small diameter implant technologies; expand into the lower-priced segment of the dental implant market through the planned acquisition of a majority interest in Medentis Medical, a dental implant manufacturer based in Germany; and strengthen its geographic footprint in Europe with the acquisition of a majority interest in Pro-Cam Implants B.V., CAMLOG's exclusive distributor in the Netherlands.

Together, these acquisitions represent annual sales of approximately \$45 million, will be neutral to the Company's 2018 earnings per share, and are expected to be accretive thereafter. Financial terms were not disclosed.

Intra-Lock, Medentis Medical, and Pro-Cam Implants will complement Henry Schein's existing solutions for implant-based tooth replacement, and strengthen the Company's position in the global dental implant market. These acquisitions will broaden the Company's geographic reach, add innovative technologies, enhance its manufacturing footprint, and further its commitment to serve the lower-priced segment of the implant market. Upon completion of the Medentis Medical acquisition, the Company will also be better positioned to address the growing needs of emerging markets.

"The dental implant category has become increasingly important, and we are committed to offering customers a wide array of the products and services associated with implant dentistry, thereby providing a complete solution for the benefit of the dental practice," said Stanley M. Bergman, Chairman of the Board and Chief Executive Officer of Henry Schein. "We believe that with the investments we have made in CAMLOG, BioHorizons, and now Intra-Lock, Medentis Medical, and Pro-Cam Implants, we are well positioned to compete in the high growth global dental implant market. We welcome our new colleagues to Team Schein and look forward to continued success together."

### **Intra-Lock**

A U.S.-based dental implant manufacturing and sales company, Intra-Lock International and Intra-Lock Manufacturing is known for its OSSEAN® surface structure, which is engineered to increase host-to-implant biocompatibility and biomechanical response and is characterized by a surface topography that is similar at all levels of magnification. Intraspin PRF is a leading device for creating platelet-rich fibrin derived from the patient's blood to enhance wound healing for implant site development.

Headquartered in Boca Raton, Fla. with its manufacturing facility in Vista, Calif., the Company has approximately 50 employees. Dr. Thierry Giorno, CEO and Director of Research & Development of Intra-Lock, will act as a consultant providing insights and strategic guidance to help accelerate the development of implants and new technologies for Henry Schein that will help dentists and improve oral health.

"As a member of the Henry Schein family, we see tremendous opportunities to continue our legacy of product innovation. We look forward to joining forces with the Henry Schein team to accelerate our growth and to develop and identify technologies that can be leveraged to create next-generation products for BioHorizons and CAMLOG product lines," said Dr. Giorno.

### **Medentis Medical**

Based in Bad Neuenahr-Ahrweiler and founded in 2001, Medentis Medical GmbH is a fast-growing provider of value-priced dental implants. A German manufacturer of high quality, lower-priced dental implants, the company sells its products in more than 40 countries and has 75 employees, including 10 telesales representatives.

Henry Schein will acquire a majority ownership interest in the company and Founder and CEO Alexander Scholz will continue to lead the business as Managing Director. Completion of the transaction is subject to regulatory approval, and is expected to close in the fourth quarter of 2018.

"With this new ownership position by Henry Schein, Medentis will accelerate several important, ongoing strategic initiatives including expanding our position in the fast-growing emerging markets," commented Mr. Scholz. "My father ran a dental laboratory and I have spent my entire career in the dental industry, including serving as practice manager of an implant center in Cologne. As such, I fully appreciate the importance of quality products, value, and excellent customer service. I am delighted to be aligning Medentis with the global dental leader Henry Schein, and look forward to the many opportunities to advance the practice of dentistry."

### **Pro-Cam Implants**

Pro-Cam Implants B.V., CAMLOG's exclusive distributor in the Netherlands, is one of the leading implant solution providers in the Netherlands.

Henry Schein has acquired a majority interest in Pro-Cam Implants, which is owned by Mike van Rooijen, who will continue to manage the business post-acquisition and will retain the remaining ownership in the company. Pro-Cam Implants will in the future also represent the BioHorizons implant lines and biomaterial portfolio.

"By joining forces with CAMLOG and BioHorizons, Pro-Cam Implants will have access to the resources and capital necessary to accelerate our growth in the highly competitive dental implant market. Working with Henry Schein's platform in the Netherlands, we see enhanced business prospects and

an opportunity to solidify market share gains in the future," said Mr. van Rooijen.

### **About Henry Schein, Inc.**

Henry Schein, Inc. (Nasdaq: HSIC) is a health solutions network powered by people and technology. With more than 22,000 [Team Schein Members](#) serving more than 1 million customers globally, the Company is the world's largest provider of Business, Clinical, Technology, and Supply Chain solutions to enhance the efficiency of office-based [dental](#), [animal health](#), and [medical](#) practitioners. The Company also serves [dental laboratories](#), [government and institutional health care clinics](#), and other alternate care sites.

A Fortune 500® Company and a member of the S&P 500® and the Nasdaq 100® indexes, Henry Schein's network of trusted advisors provides health care professionals with the valued solutions they need to improve operational success and clinical outcomes. The Company offers customers exclusive, innovative products and solutions, including practice management software, e-commerce solutions, specialty and surgical products, as well as a broad range of [financial services](#). Henry Schein operates through a centralized and automated distribution network, with a selection of more than 120,000 branded products and Henry Schein private-brand products in stock, as well as more than 180,000 additional products available as special-order items.

Headquartered in Melville, N.Y., Henry Schein has operations or affiliates in 34 countries. The company's sales reached a record \$12.5 billion in 2017, and have grown at a compound annual rate of approximately 15 percent since Henry Schein became a public company in 1995. For more information, visit Henry Schein at [www.henryschein.com](http://www.henryschein.com), [Facebook.com/HenrySchein](https://www.facebook.com/HenrySchein), and [@HenrySchein on Twitter](https://twitter.com/HenrySchein).

### **Cautionary Note Regarding Forward-Looking Statements**

In accordance with the "Safe Harbor" provisions of the Private Securities Litigation Reform Act of 1995, we provide the following cautionary remarks regarding important factors that, among others, could cause future results to differ materially from the forward-looking statements, expectations and assumptions expressed or implied herein. All forward-looking statements made by us are subject to risks and uncertainties and are not guarantees of future performance. These forward-looking statements involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance and achievements or industry results to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements. These statements are identified by the use of such terms as "may," "could," "expect," "intend," "believe," "plan," "estimate," "forecast," "project," "anticipate" or other comparable terms. A full discussion of our operations and financial condition, including factors that may affect our business and future prospects, is contained in documents we have filed with the United States Securities and Exchange Commission, or SEC, and will be contained in all subsequent periodic filings we make with the SEC. These documents identify in detail important risk factors that could cause our actual performance to differ materially from current expectations.

Risk factors and uncertainties that could cause actual results to differ materially from current and historical results include, but are not limited to: effects of a highly competitive and consolidating market; our dependence on third parties for the manufacture and supply of our products; our dependence upon sales personnel, customers, suppliers and manufacturers; our dependence on our senior management; fluctuations in quarterly earnings; risks from expansion of customer purchasing power and multi-tiered costing structures; increases in shipping costs for our products or other service issues with our third-party shippers; general global macro-economic conditions; risks associated with currency fluctuations; risks associated with political and economic uncertainty; disruptions in financial markets; volatility of the market price of our common stock; changes in the health care industry; implementation of health care laws; failure to comply with regulatory requirements and data privacy laws; risks associated with our global operations; transitional challenges associated with acquisitions and joint ventures, including the failure to achieve anticipated synergies; financial risks associated with acquisitions and joint ventures; litigation risks; the dependence on our continued product development, technical support and successful marketing in the technology segment; increased competition by third party online commerce sites; risks from disruption to our information systems; cyberattacks or other privacy or data security breaches; certain provisions in our governing documents that may discourage third-party acquisitions of us; and changes in tax legislation. The order in which these factors appear should not be construed to indicate their relative importance or priority.

We caution that these factors may not be exhaustive and that many of these factors are beyond our ability to control or predict. Accordingly, any forward-looking statements contained herein should not be relied upon as a prediction of actual results. We undertake no duty and have no obligation to update forward-looking statements.

 View original content: <http://www.prnewswire.com/news-releases/henry-schein-strengthens-and-expands-its-global-dental-implant-business-with-three-investments-300718291.html>

SOURCE Henry Schein, Inc.

Investors, Steven Paladino, Executive Vice President and Chief Financial Officer, [steven.paladino@henryschein.com](mailto:steven.paladino@henryschein.com), (631) 843-5500; Carolynne Borders, Vice President, Investor Relations, [carolynne.borders@henryschein.com](mailto:carolynne.borders@henryschein.com), (631) 390-8105; Media, Ann Marie Gothard, Vice President, Corporate Media Relations, [Annmarie.gothard@henryschein.com](mailto:Annmarie.gothard@henryschein.com), (631) 390-8169